

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Say Plastics Inc

Mid-Pennsylvania Manufacturing Extension Partnership

Growth Through Expanded Product Capabilities

Client Profile:

Say Plastics, Inc. has been producing custom plastic products since 1986. It specializes in custom design and the manufacturing of OEM parts and part holding devices (packaging and fixtures) using vacuum thermo form technology and blow molding for many of the local, large businesses that focus on primarily smaller lot size jobs. Say Plastics is located in McSherrystown, Pennsylvania, and employs 19 people.

Situation:

In 2000, Say Plastics, Inc. recognized that they had a problem with several larger manufacturing clients relocating their manufacturing facilities to areas such as southern states and offshore. They realized that they had to diversify to survive, and find and add new markets outside the heavy manufacturing sector to that of a more local/regional customer. Say Plastics contacted the Mid-Pennsylvania Manufacturing Extension Partnership (Mantec), a NIST MEP network affiliate, for assistance.

Solution:

Say Plastics' other goal was to move from the job-to-job mode to full-time production mode and to maximize plant capacity. They researched the local industries and realized that there was a heavy concentration of food manufacturers in the area that would be prime candidates for their product. They approached local food manufacturers and secured contracts to provide food containers. Prior to this Say Plastics added a new product process, blow moulding, that would produce wide-mouth PET resin containers for their new customer's food packaging requirements. This production addition resulted in an investment of \$1.4 million in machinery and equipment upgrades and worker training.

Results:

- * Hired 18 new employees.
- * Moved from job-to-job mode to consistent production-based mode,
- * Increased sales.
- * Reduced labor costs.
- * Achieved a more competitive and profitable position.

Testimonial:

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